## UNITED STATES

## SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549
$\qquad$

FORM 8-K

CURRENT REPORT

## Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): November 5, 2009

## PRESTIGE BRANDS HOLDINGS, INC.

(Exact name of registrant as specified in its charter)
Delaware
(State or other jurisdiction
of incorporation)

001-32433
20-1297589
(IRS Employer Identification No.)

90 North Broadway, Irvington, New York 10533
(Address of principal executive offices, including Zip Code)
(914) 524-6810
(Registrant's telephone number, including area code)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:
[ ] Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
[ ] Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
[ ] Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
[ ] Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

## Item 2.02 Results of Operations and Financial Condition.

On November 5, 2009, Prestige Brands Holdings, Inc. (the "Registrant") announced financial results for the fiscal quarter and six months ended September 30, 2009. A copy of the press release announcing the Registrant's earnings results for the fiscal quarter and six months ended September 30, 2009 is attached hereto as Exhibit 99.1 and incorporated herein by reference.

The information in this Form 8-K and Exhibit 99.1 attached hereto shall not be deemed to be "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of that section, unless the Registrant specifically states that the information is to be considered "filed" under the Exchange Act or incorporates it by reference into a filing under the Securities Act of 1933, as amended, or the Exchange Act.

## Item 7.01. Regulation FD Disclosure.

The information set forth in Item 2.02 above is incorporated by reference as if fully set forth herein.

## Item 9.01 Financial Statements and Exhibits.

(d) Exhibits.

See Exhibit Index immediately following the signature page.

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Dated: November 5, 2009
PRESTIGE BRANDS HOLDINGS, INC.

By: /s/ Peter J. Anderson
Name: Peter J. Anderson
Title: Chief Financial Officer

## EXHIBIT INDEX

Description

Press Release dated November 5, 2009 announcing the Registrant's financial results for the fiscal quarter and six months ended September 30, 2009 (furnished only).

## PRESTIGE BRANDS HOLDINGS, INC. REPORTS SECOND QUARTER \& SIX MONTHS FISCAL 2010 RESULTS

## For the Quarter, EPS of $\mathbf{\$ 0 . 2 0}$ vs. \$0.17; Net Income Up 16\%; \$23 million of Debt Pay Down

Irvington, NY, November 5, 2009—Prestige Brands Holdings, Inc. today announced results for the second quarter and first half of fiscal year 2010, which ended on September 30, 2009.

Net revenues from continuing operations for the second fiscal quarter were $\$ 84.2$ million, $2 \%$ below the prior year's comparable quarter net revenues from continuing operations of $\$ 85.5$ million. The reported results reflect the recent divestitures of Denorex $®$, Prell ${ }^{\circledR}$ and $\mathrm{Zincon} \circledR$ ® shampoo brands from the Company's Personal Care segment, which the Company announced on October 28, 2009. The revenues and results from these three brands are classified as discontinued operations. The results of the second quarter reflect revenue increases for the Over-the-Counter Healthcare segment and the Personal Care segment, offset by revenue declines in the Household Cleaning Products segment.

Operating income from continuing operations for the second fiscal quarter was $\$ 21.2$ million, $\$ 1.3$ million greater than year ago operating income from continuing operations of $\$ 19.9$ million. The increase in operating income from continuing operations was a result of a $28 \%$ decrease in advertising and promotional (A\&P) expenditures compared to the last fiscal year, primarily due to decreased spending on Allergen Block products compared to introductory spending levels last year. Partially offsetting the decrease in A\&P expenditures was a $12 \%$ increase in G\&A expenses which was due to $\$ 2.5$ million of expenses related to a reduction in force and the organizational changes. The Company currently anticipates annualized savings of approximately $\$ 2$ million as a result of the reduction in force.

Income from continuing operations for the second fiscal quarter was $\$ 9.7$ million, or $19 \%$ higher than the prior year comparable period's results.

Total net income for the second quarter, including that related to the discontinued operations, was $\$ 9.9$ million, $\$ 1.4$ million or $16 \%$ greater than the prior year comparable period results of $\$ 8.5$ million.

Earnings per share from continuing operations were $\$ 0.20$ compared to $\$ 0.17$ in the prior fiscal year.

## Commentary

"Overall we are pleased with the results of the second quarter and remain cautiously optimistic for the balance of the year," said Matthew Mannelly, President and CEO. "Based on our brands' strength in the categories in which we compete, combined with the passion and experience of our team, we believe we are well positioned for future growth as the economy strengthens" he said.

## First Half of Fiscal 2010

Net revenues from continuing operations for the first six months of fiscal 2010 were $\$ 155.2$ million, a decrease of $0.9 \%$ from the prior year's comparable period's results of $\$ 156.5$ million. Income from continuing operations was $\$ 17.7$ million, an increase of $14 \%$, compared to $\$ 15.5$ million in the comparable period. Total net income of $\$ 18.2$ million, or $\$ 0.36$ per share, including that related to the discontinued operations, was $12 \%$ higher than the comparable period's results of $\$ 16.3$ million, or $\$ 0.33$ per share.

## Free Cash Flow and Debt Repayment

Free cash flow is a "non-GAAP" financial measure as that term is defined by the Securities and Exchange Commission in Regulation G. Free cash flow is presented in this news release because management believes it is a commonly used measure of liquidity, and indicative of
cash available for debt repayment and acquisitions. The Company defines "free cash flow" as operating cash flow from continuing operations less capital expenditures.

The Company's free cash flow for the second quarter ended September 30, 2009 was $\$ 21.7$ million, an increase of $2 \%$ over the prior year's comparable quarter. Free cash flow is composed of operating cash flow from continuing operation of $\$ 21.8$ million less capital expenditures of $\$ 100,000$. This compares to the prior year comparable quarter's free cash flow of $\$ 21.2$ million, composed of operating cash flow from continuing operations of $\$ 21.2$ million less capital expenditures of $\$ 48,000$. The increase was primarily due to the increase in net income from continuing operations.

The Company's continued strong cash flow resulted in debt repayments of $\$ 23.0$ million on its term loan during the second quarter. Total debt was reduced to $\$ 338.3$ million at September 30, 2009. Following the divestitures of the three shampoo brands on October 28, 2009, the Company paid down an additional $\$ 8$ million on its term loan with the proceeds of the sale.

Second Quarter Results by Segment
Net revenues for the OTC Healthcare segment were $\$ 51.4$ million, $2 \%$ higher than the prior year comparable period. Increased sales of Chloraseptic $\circledR$, Clear Eyes ${ }^{\circledR}$, Compound $\mathrm{W} ®$, Little Remedies ${ }^{\circledR}$, New Skin $\circledR$ and The Doctor's ${ }^{\circledR}$ brands, led to the increase in revenues for this segment. Partially offsetting these increases were revenue declines for the Allergen Block products and the Wartner® brand.

Net revenues for the Household Cleaning products segment were $\$ 29.0$ million, $10 \%$ lower than the prior year comparable period. Comet ${ }^{\circledR}$, Spic and Span ${ }^{\circledR}$ and Chore Boy® brands all experienced sales declines during the quarter.

Net revenues from continuing operations for the Personal Care segment were $\$ 3.8$ million, $24 \%$ greater than the prior year comparable period. The revenue increase was primarily due to sales increases on the Cutex® line of nail polish removers.

## Conference Call

The Company will host a conference call to review its second quarter and six month results on Thursday, November 5, 2009 at 8:30am EST. The toll free dialin numbers are 1-800-706-7749 within North America and 1-617-614-3474 outside of North America. The conference passcode is "prestige". Telephonic replays will be available for two weeks following the completion of the call and can be accessed at 1-888-286-8010 within North America and at 617-8016888 outside North America. The passcode is 28607458.

About Prestige Brands Holdings, Inc.
The Company markets and distributes brand name over-the-counter healthcare, personal care and household cleaning products throughout the U.S., Canada and certain international markets. Key brands include Chloraseptic $®$, Compound $W \circledR$, Clear Eyes $®$, Murine $®$, New-Skin $®$, Little Remedies $®$, The Doctor’s® NightGuard ${ }^{\mathrm{TM}}$, Cutex ${ }^{\circledR}$, Comet ${ }^{\circledR}$, Spic and Span $®$, and other well-known brands.

## Forward-Looking Statements

This news release contains "forward-looking statements" within the meaning of the federal securities laws and is intended to qualify for the Safe Harbor from liability established by the Private Securities Litigation Reform Act of 1995. "Forward-looking statements" generally can be identified by the use of forwardlooking terminology such as "assumptions," "target", "guidance", "outlook", "plans", "projection", "may", "will, "would, "expect", "intend", "estimate", "anticipate"," believe", "potential", "continue" (or the negative or other derivatives of each of these terms) or similar terminology. The "forward-looking statements" include, without limitation, statements regarding the outlook for the Company's market and the demand for its products, future revenues, future debt retirement and our ability to manage costs and expenses, including those associated with interest rate risk. These projections and statements are based on management's estimates and assumptions with respect to future events and financial performance and are believed to be reasonable, though are inherently uncertain and difficult to predict. Actual results could differ materially from those projected as a result of certain factors. A discussion of factors that could cause actual results to vary is

## Contact: Dean Siegal

914-524-6819

Prestige Brands Holdings, Inc. Consolidated Statements of Operations (Unaudited)

|  | Three Months Ended September$\qquad$ |  |  |  | Six Months Ended September30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (In thousands, except share data) | 2009 |  | 2008 |  | 2009 |  | 2008 |  |
| Revenues |  |  |  |  |  |  |  |  |
| Net sales | \$ | 83,737 | \$ | 84,858 | \$ | 154,133 | \$ | 155,237 |
| Other revenues |  | 444 |  | 682 |  | 1,060 |  | 1,300 |
| Total revenues |  | 84,181 |  | 85,540 |  | 155,193 |  | 156,537 |
|  |  |  |  |  |  |  |  |  |
| Cost of Sales |  |  |  |  |  |  |  |  |
| Cost of sales |  | 39,847 |  | 40,402 |  | 73,029 |  | 73,309 |
| Gross profit |  | 44,334 |  | 45,138 |  | 82,164 |  | 83,228 |
|  |  |  |  |  |  |  |  |  |
| Operating Expenses |  |  |  |  |  |  |  |  |
| Advertising and promotion |  | 9,782 |  | 13,543 |  | 18,547 |  | 20,780 |
| General and administrative |  | 10,481 |  | 9,363 |  | 18,675 |  | 17,336 |
| Depreciation and amortization |  | 2,841 |  | 2,308 |  | 5,186 |  | 4,615 |
| Total operating expenses |  | 23,104 |  | 25,214 |  | 42,408 |  | 42,731 |
|  |  |  |  |  |  |  |  |  |
| Operating income |  | 21,230 |  | 19,924 |  | 39,756 |  | 40,497 |
|  |  |  |  |  |  |  |  |  |
| Other (income) expense |  |  |  |  |  |  |  |  |
| Interest income |  | - |  | (56) |  | - |  | (129) |
| Interest expense |  | 5,642 |  | 6,835 |  | 11,295 |  | 15,591 |
| Total other (income) expense |  | 5,642 |  | 6,779 |  | 11,295 |  | 15,462 |
|  |  |  |  |  |  |  |  |  |
| Income from continuing operations before income taxes |  | 15,588 |  | 13,145 |  | 28,461 |  | 25,035 |
| Provision for income taxes |  | 5,908 |  | 4,982 |  | 10,787 |  | 9,488 |
| Income from continuing operations |  | 9,680 |  | 8,163 |  | 17,674 |  | 15,547 |
|  |  |  |  |  |  |  |  |  |
| Discontinued Operations |  |  |  |  |  |  |  |  |
| Income from operations of assets held for sale, net of income tax |  | 243 |  | 359 |  | 574 |  | 756 |
| Net income | \$ | 9,923 | \$ | 8,522 | \$ | 18,248 | \$ | 16,303 |
|  |  |  |  |  |  |  |  |  |
| Basic earnings per share: |  |  |  |  |  |  |  |  |
| Income from continuing operations | \$ | 0.19 | \$ | 0.16 | \$ | 0.35 | \$ | 0.31 |
| Net income | \$ | 0.20 | \$ | 0.17 | \$ | 0.36 | \$ | 0.33 |
|  |  |  |  |  |  |  |  |  |
| Diluted earnings per share: |  |  |  |  |  |  |  |  |
| Income from continuing operations | \$ | 0.19 | \$ | 0.16 | S | 0.35 | \$ | 0.31 |
| Net income | \$ | 0.20 | \$ | 0.17 | + | 0.36 | \$ | 0.33 |
|  |  |  |  |  |  |  |  |  |
| Weighted average shares outstanding: |  |  |  |  |  |  |  |  |
| Basic |  | 50,012 |  | 49,924 |  | 49,997 |  | 49,902 |
| Diluted |  | 50,055 |  | 50,037 |  | 50,080 |  | 50,036 |

## Prestige Brands Holdings, Inc.

## Consolidated Balance Sheets

## (Unaudited)

| (In thousands) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Assets | $\begin{gathered} \text { September 30, } \\ 2009 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { March 31, } \\ 2009 \\ \hline \end{gathered}$ |  |
| Current assets |  |  |  |  |
| Cash and cash equivalents | \$ | 34,829 | \$ | 35,181 |
| Accounts receivable |  | 39,152 |  | 36,025 |
| Inventories |  | 24,955 |  | 25,939 |
| Deferred income tax assets |  | 5,362 |  | 4,022 |
| Prepaid expenses and other current assets |  | 2,460 |  | 1,358 |
| Inventories of operations held for sale |  | 1,535 |  | 1,038 |
| Total current assets |  | 108,293 |  | 103,563 |
|  |  |  |  |  |
| Property and equipment |  | 1,291 |  | 1,367 |
| Goodwill |  | 114,240 |  | 114,240 |
| Intangible assets |  | 564,259 |  | 569,137 |
| Other long-term assets |  | 3,646 |  | 4,602 |
| Intangible assets of operations held for sale |  | 7,574 |  | 8,472 |
|  |  |  |  |  |
| Total Assets | \$ | $\underline{\text { 799,303 }}$ | \$ | 801,381 |

Liabilities and Stockholders' Equity

| Current liabilities |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Accounts payable | \$ | 21,444 | \$ | 15,898 |
| Accrued interest payable |  | 5,360 |  | 5,371 |
| Other accrued liabilities |  | 17,951 |  | 9,407 |
| Current portion of long-term debt |  | 3,550 |  | 3,550 |
| Total current liabilities |  | 48,305 |  | 34,226 |
|  |  |  |  |  |
| Long-term debt |  | 334,787 |  | 374,787 |
| Deferred income tax liabilities |  | 103,231 |  | 97,983 |
|  |  |  |  |  |
| Total Liabilities |  | 486,323 |  | 506,996 |
|  |  |  |  |  |
| Stockholders' Equity |  |  |  |  |
| Preferred stock - \$0.01 par value |  |  |  |  |
| Authorized - 5,000 shares |  |  |  |  |
| Issued and outstanding - None |  |  |  |  |
| Common stock - \$0.01 par value |  |  |  |  |
| Authorized - 250,000 shares |  |  |  |  |
| Issued - 50,154 shares at September 30, 2009 and 50,060 shares <br> at March 31, 2009 <br> $502 \quad 501$ |  |  |  |  |
| Additional paid-in capital |  | 382,790 |  | 382,803 |
| Treasury stock, at cost - 124 shares at September 30, 2009 and March 31, 2009 |  |  |  |  |
| Accumulated other comprehensive loss |  | (975) |  | $(1,334)$ |
| Retained deficit |  | $(69,274)$ |  | $(87,522)$ |
| Total stockholders' equity |  | 312,980 |  | 294,385 |
|  |  |  |  |  |
| Total Liabilities and Stockholders' Equity | \$ | 799,303 | \$ | 801,381 |

## Prestige Brands Holdings, Inc.

## Consolidated Statements of Cash Flows

 (Unaudited)|  | Six Months Ended September30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| (In thousands) | 2009 |  | 2008 |  |
| Operating Activities |  |  |  |  |
| Net income | \$ | 18,248 | \$ | 16,303 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |  |
| Depreciation and amortization |  | 6,084 |  | 5,513 |
| Deferred income taxes |  | 3,687 |  | 5,042 |
| Amortization of deferred financing costs |  | 956 |  | 1,159 |
| Stock-based compensation |  | 848 |  | 1,577 |
| Changes in operating assets and liabilities |  |  |  |  |
| Accounts receivable |  | $(3,127)$ |  | 1,725 |
| Inventories |  | 984 |  | 4,011 |
| Inventories held for sale |  | (497) |  | 313 |
| Prepaid expenses and other current assets |  | $(1,102)$ |  | (828) |
| Accounts payable |  | 5,546 |  | $(1,582)$ |
| Accrued liabilities |  | 8,253 |  | 3,443 |
| Net cash provided by operating activities |  | 39,880 |  | 36,676 |
|  |  |  |  |  |
| Investing Activities |  |  |  |  |
| Purchases of equipment |  | (232) |  | (109) |
| Business acquisition purchase price adjustments |  | - |  | $(4,000)$ |
| Net cash used for investing activities |  | (232) |  | $(4,109)$ |
|  |  |  |  |  |
| Financing Activities |  |  |  |  |
| Repayment of long-term debt |  | $(40,000)$ |  | $(26,000)$ |
| Purchase of common stock for treasury |  | - |  | (15) |
| Net cash used for financing activities |  | $(40,000)$ |  | $(26,015)$ |
|  |  |  |  |  |
| Increase (Decrease) in cash |  | (352) |  | 6,552 |
| Cash - beginning of period |  | 35,181 |  | 6,078 |
|  |  |  |  |  |
| Cash - end of period | \$ | 34,829 | \$ | 12,630 |
|  |  |  |  |  |
| Interest paid | \$ | 10,350 | \$ | 14,775 |
| Income taxes paid | \$ | 6,307 | \$ | 4,761 |

Three Months Ended September 30, 2009


|  | Six Months Ended September 30, 2009 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Over-theCounter Healthcare |  | Household Cleaning |  | Personal |  | Consolidated |  |
|  |  |  |  |  |  |  |
| (In thousands) |  |  |  |  |  |  |  |  |
| Net sales | \$ | 91,640 |  |  | \$ | 55,443 | \$ | 7,050 | \$ | 154,133 |
| Other revenues |  | 20 |  | 1,017 |  | 23 |  | 1,060 |
|  |  |  |  |  |  |  |  |  |
| Total revenues |  | 91,660 |  | 56,460 |  | 7,073 |  | 155,193 |
| Cost of sales |  | 32,745 |  | 36,284 |  | 4,000 |  | 73,029 |
|  |  |  |  |  |  |  |  |  |
| Gross profit |  | 58,915 |  | 20,176 |  | 3,073 |  | 82,164 |
| Advertising and promotion |  | 14,118 |  | 4,204 |  | 225 |  | 18,547 |
|  |  |  |  |  |  |  |  |  |
| Contribution margin | \$ | 44,797 | \$ | 15,972 | \$ | 2,848 |  | 63,617 |
| Other operating expenses |  |  |  |  |  |  |  | 23,861 |
|  |  |  |  |  |  |  |  |  |
| Operating income |  |  |  |  |  |  |  | 39,756 |
| Other (income) expense |  |  |  |  |  |  |  | 11,295 |
| Provision for income taxes |  |  |  |  |  |  |  | 10,787 |
| Income from continuing operations |  |  |  |  |  |  |  | 17,674 |
| Income from discontinued operations (assets held for sale), net of income tax |  |  |  |  |  |  |  | 574 |
|  |  |  |  |  |  |  |  |  |
| Net income |  |  |  |  |  |  | \$ | 18,248 |

Three Months Ended September 30, 2008


Six Months Ended September 30, 2008

|  | Over-theCounter Healthcare |  | Household Cleaning |  | Personal <br> Care |  | Consolidated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (In thousands) |  |  |  |  |  |  |  |  |
| Net sales | \$ | 89,564 | \$ | 59,886 | \$ | 5,787 | \$ | 155,237 |
| Other revenues |  | 24 |  | 1,276 |  | -- |  | 1,300 |
|  |  |  |  |  |  |  |  |  |
| Total revenues |  | 89,588 |  | 61,162 |  | 5,787 |  | 156,537 |
| Cost of sales |  | 30,775 |  | 38,860 |  | 3,674 |  | 73,309 |
|  |  |  |  |  |  |  |  |  |
| Gross profit |  | 58,813 |  | 22,302 |  | 2,113 |  | 83,228 |
| Advertising and promotion |  | 15,691 |  | 4,801 |  | 288 |  | 20,780 |
|  |  |  |  |  |  |  |  |  |
| Contribution margin | \$ | 43,122 | \$ | 17,501 | \$ | 1,825 |  | 62,448 |
| Other operating expenses |  |  |  |  |  |  |  | 21,951 |
|  |  |  |  |  |  |  |  |  |
| Operating income |  |  |  |  |  |  |  | 40,497 |
| Other (income) expense |  |  |  |  |  |  |  | 15,462 |
| Provision for income taxes |  |  |  |  |  |  |  | 9,488 |
| Income from continuing operations |  |  |  |  |  |  |  | 15,547 |
| Income from discontinued operations (assets held for sale), net of income tax |  |  |  |  |  |  |  | 756 |
|  |  |  |  |  |  |  |  |  |
| Net income |  |  |  |  |  |  | \$ | 16,303 |

